

Message Text

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14 10

ORIGIN COME-00

INFO OCT-01 EA-06 ISO-00 EB-07 SAJ-01 CIAE-00 INR-07

NSAE-00 FTC-01 L-02 OPIC-03 NSCE-00 NSC-05 /033 R

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COM/BIC/OPSSSLEON

STATE/EA/PRCM/PSMITH (SUBS)

EB/EWT/JBEMIS

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R 182355Z FEB 75

FM SECSTATE WASHDC

TO AMCONSUL HONG KONG

USLO PEKING

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E.O. 11652: N/A

TAGS: ETRD, CH

SUBJ: PRC INTEREST IN SINGLE-POINT MOORING BUOY SYSTEM

REF: HONG KONG 1509

1. IN RESPONSE TO REFTEL PLEASE NOTE FOLLOWING. IMODCO, LOS ANGELES, ONE OF ONLY TWO U.S. COMPETITORS FOR THESE BUOY SYSTEMS, HAS ALREADY BEEN IN CONTACT WITH MACHIMPEX, PEKING. USLO, HOROWITZ, HAS BEEN SENT LETTER DATED FEBRUARY 10 BY FRANKEL, IMODCO VICE PRESIDENT EXTENDING THANKS FOR HOROWITZ LETTER OF JANUARY 13 AND TELLING OF LETTER OF INTENT DATED DECEMBER 26 FOR BUOY SYSTEM GIVEN BY THE CHINESE TO IMODCO'S JAPANESE LICENSEE, HITACHI-ZOSEN. CLARKE, COMMERCE BELIEVES RAPID ACKNOWLEDGEMENT OF DECEMBER 19 FRANKEL LETTER BY MACHIMPEX MAY INDICATE GENUINE INTEREST BY FTC TO COMPARE IMODCO PROPOSAL WITH HITACHI-ZOSEN. IMODO CLAIMS LICENSEE HAS NO RIGHT TO SELL TO PRC.

2. THE OTHER U.S. FIRM, SOFEC, INC., 2000 WEST LOOP SOUTH, SUITE 990, HOUSTON, TEXAS, 77027, CABLE ADDRESS SOFEC, HAS LIMITED OFFICIAL USE

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INDICATED STRONG DESIRE TO COMPETE. MR. B. J. GROSS,

PRESIDENT, IS SENDING DETAILED INFORMATION SOONEST TO
MACHIMPEX WITH COPY COVER LETTER TO USLO.

3. BOTH FIRMS HAVE BEEN INFORMED OF CRC INTEREST AND WE
ARE LEAVING DECISION OF WHETHER TO ALSO SEND MATERIALS
TO CONGEN FOR CRC UP TO PARTIES INVOLVED. HONG KONG AT
ITS DISCRETION MAY WISH TO INFORM CRC OF FACT INFORMATION
IS BEING SENT TO MACHIMPEX DIRECTLY. MAW

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Message Attributes

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Disposition Action: RELEASED
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Disposition Authority: johnsorg
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
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Drafter: BEWT/OEWTD/PRC/WWCLARKE/MES
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Margaret P. Grafeld
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To: HONG KONG PEKING
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